ORTHO PHARMACEUTICAL CORPORATION
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ROBERT P. O'NEIL
VICE PRESIDENT, SALES
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October 3, 1991

Dr. Charles Garfield
652 Bair Island Road
Suite 307
Redwood City, CA 94063

Dear Dr. Garfield:

A short note of thanks for the wonderful presentation you gave recently to the Johnson & Johnson Sales Management Council. I've had great feedback about the presentation and everyone took away important concepts they could apply in their own organizations. The concepts you presented will help us maintain our strong position by helping us become more customer oriented. As you noted we are in changing times where people can view the changes we face as either problems or opportunities. Your presentation helped all of us walk away with a feeling of optimism that we will seize these opportunities and become even more successful in the 90's.

Thank you once again for an outstanding and stimulating presentation.

Best regards,

Bob

Robert P. O'Neil

RPO:lr

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